

THE Dental Trader

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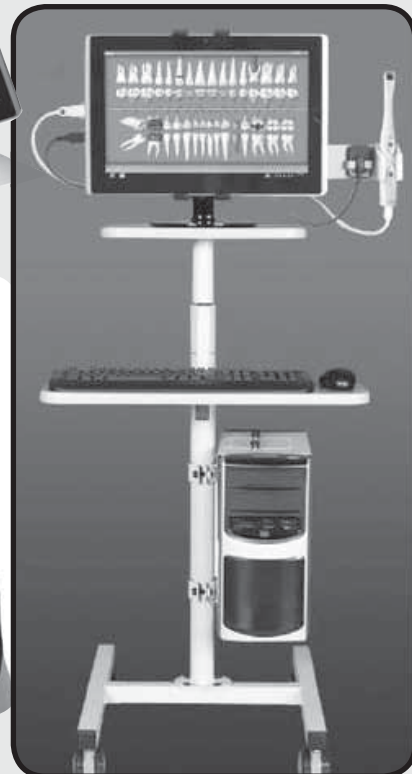
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We have 3 peri-apical dental x-ray for sale we no longer use please call 209-322-3429.

dental compressor not working \$250.00 OBO (949)661-6255.

PLACE A FREE AD TODAY! See FAQs page at dentaltrader.com.

Advanced Zoom Whitening lamp for sale. Works like new. \$550 OBO 310-994-5336.

GP Implant Office For sale located in San Francisco Bay Area Retiring Owner Cell: 925-864-3713.

Experienced DDS looking to purchase practice in the greater Sacramento area. Please call 760 261-1757.

DENTIST needed pt for office in san jose, 3 years min exp, please call 818-203-4272.

For Sale SOREDEX Digora Optime Dental X-Ray Machine. 760-434-5066 San Diego.

Looking for used Secondhand Gendex 765DC Sensor #1. 818-716-0297.

WaveOne Files By Dentsply All Sizes Pack of 3Files \$55. Free S&H eismaildds@yahoo.com.

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STOCKTON Too good to be true? Absolutely not! 1,600 sf w/ 3 ops. \$95k (IN-474) WPS/800-641-4179.

Looking for a dental office preferably seller retiring/ in transition, Immediate available to work as an associate. contact 7142997653.

Mobile Dental Truck for sale Van and a Trailer with 2 dental chairs, email mobiledental@mail.com for details.

Orville General Practice 5 Ops. 2,500 sq ft. Digital X-Rays. Gross Production 2014 \$316K on 3 days. kearbeyve@gmail.com.

Encino A private practice for sell, 4 Ops, all digital, CT scan, Laser, CEREC. 8182358650.

General Dentist needed 2 to 3 days a week. Please call 925-550-2696 or fax resume 209-463-1432.

Dental chair Royal Model 17. Great condition. Photos on request. Make reasonable offer. Paul. paulkratzer@yahoo.com. 323-528-1442.

Happy Holidays!



PRACTICE SALES AND LEASING



Paul Maimone Broker/Owner
CA Broker #01172430

CA REPRESENTATIVE FOR THE NATIONAL
ASSOCIATION OF PRACTICE BROKERS (NAPB)

KERN COUNTY

BAKERSFIELD #29 - PRICE REDUCTION! (4) op comput. G.P. (3) ops eqt'd, (4th) plumbed. Located in a free stand bldg. Cash/Ins/PPO/HMO pts. Digital x-rays. Annual Gross Collect \$300K+ on a part time schedule. Seller is moving and is motivated.

BAKERSFIELD #31 - (4) op computerized G.P. & free standing Duplex Building for sale with excellent signage & visibility. (3) ops eqt'd / (4th) plumbed. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. (46) years of Goodwill. Annual Gross Collections approx \$350K. Office does no advertising. Refers out all Ortho, Perio Surgery, Implant Placement, complicated Endo, & complicated O.S. **[NEW]**

So. KERN COUNTY - PRICE REDUCTION! (6) op comput. G.P. located in a Bakersfield suburb in a small strip ctr. with exposure/visibility. Pano eqt'd. Limited competition. Cash/Ins/PPO/HMO Denti-Cal pts. Annual Gross Collect. approx \$350K part time. Seller is moving and is motivated.

LOS ANGELES COUNTY

ARCADIA - (4) op computerized G.P. located in a well known Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$300K+ on a (3) day week.

MONTEBELLO - (4) op comput. G.P. (2) ops eqt'd/(1) add. plmbd & (1) add. unplmbd. Located in a large busy shopping center w excell. exposure/visibility/signage & parking. Annual Gross Collect \$200K on a (2.5) day/wk p.t. schedule. Cash/Ins/PPO pt base w no HMO's or Denti-Cal. Office receives many walk-in patients. Very low overhead. Seller does no advertising. Seller is retiring but will assist w a Transition. **[NEW]**

MONTEREY PARK - PRICE REDUCTION! (6) op fully equipped computerized G.P. Located in a store front on a main thoroughfare with exposure, visibility & signage. Digital x-rays. Annual Gross Collections \$250K+ on a part time schedule. Cash/Ins/PPO pts. Seller is retiring but will assist with the transition.

SAN FERNANDO VALLEY - (8) Op fully equipped computerized G.P. with central nitrous. Located in a multi story high rise professional building on a main thoroughfare. Cash/Ins/PPO/HMO Patient Base with approx. \$7K/mos Cap Cks. Dentrax (G5), Digital X-Rays & CT Scan. 2014 Gross Collections of \$1.33M+. 2015 Projected Gross Collections of \$1.4M. Open (5) days/week with no nights & no weekends. Averaging 50+ new patients/mos. (5) Hygiene days/wk & (7) DDS days/wk. Refers out Ortho, some Endo & some Perio surgery. 40+ Years of Goodwill. See full page ad for this opportunity on page 71 of this issue. **[NEW]**

SHERMAN OAKS #4 - PRICE REDUCTION! (3) op comput G.P. located in a well known medical/professional building on a main thoroughfare. Cash/Ins/PPO patient base. Annual Gross Collect of approx. \$160K on a (3) day week. Great starter, satellite or buy and combine.

ORANGE COUNTY

SANTA ANA - Absentee owned (6) op fully equipped G.P. located in a smaller two story building on a main thoroughfare. First floor street frontage with exposure/visibility/signage & parking. Cash/Ins/PPO patient base with no HMO and no Denti-Cal. Computerized and Pano equipped. 2014 Gross Collections of \$549K+ on a (3 1/2) to (4) day Associate run week.

D&M SERVICES:

- Practice Sales & Appraisals
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- Medical/Dental Bldg. Sales & Leasing
- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

TUSTIN - (4) op TURNKEY OFFICE with some included charts. (Charts included, but not guaranteed). (3) ops eqt'd/4th plumbed. Office located in a busy shopping center, on a main thoroughfare, with exposure/visibility/signage and ample free parking. Newer high end buildout with new tile flooring, Italian leather dental chairs, digital x-rays, networked, fully instrumented, etc. Computers and Dental s/w also included in the sale. **[PENDING]**

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SANTA BARBARA COUNTY

CENTRAL COAST/WINE COUNTRY - (3) op comput G.P. & 1,900 sq ft free standing bldg. for sale. Bldg. houses the dental office and a residential unit. Live in unit or rent it out! "Fee for Service" Practice. No HMO, PPO, or Denti-Cal. 2015 Projected Gross Collect \$280K part time. Growth potential. Seller refers all specialties and does little advertising. Seller retiring but will assist with Transition. **[NEW]**

SAN BERNARDINO COUNTY

RANCHO CUCAMONGA - (4) op comput. G.P. located in a large shopping ctr with excellent exposure/visibility/signage & ample free parking. Modern equipment and digital x-rays. Gross Collect \$586K in last (12) mos. Cash/Ins/PPO/Denti-Cal pts. Low overhead office. Excellent growth potential. Seller refers diff. Endo and most surgeries and does no advertising other than website. **[PENDING]**

SAN DIEGO COUNTY

Room for Your San Diego County Practice Listing.

SAN LUIS OBISPO COUNTY

GROVER BEACH - TURNKEY OFFICE. (2) ops of newer eqt. Digital x-ray and Pano. Computerized and networked. Dentrax s/w & Shick sensors. Located in a strip center on a main thoroughfare. Exposure/visibility and signage. Very low rent. Priced less than build out costs. Will go quickly. **[NEW]**

VENTURA COUNTY

CAMARILLO - (3) op comput. G.P. (2) ops eqt'd/(3rd) plumb. Located in a large strip ctr. with signage & ample free parking. Older eqt. 2015 Gross Collect projected @ \$125K+ part time. Cash/Ins/PPO pts. Low overhead office. Excellent growth potential. Seller does no advertising. Priced below build out cost. Seller retiring. **[NEW]**

OXNARD - (4) op comput. G.P. Located in a prof. bldg. with ample free parking. Dentrax s/w & digital x-rays. 2014 Gross Collect \$264K+ on a (3) day week. Cash/Ins/PPO/HMO/Denti-Cal pts. Seller refers diff. Endo & O.S., all Perio & Ortho. and does no advertising. Seller taking non profit position. **[NEW]**

THOUSAND OAKS - (4) op comput G.P. (2) ops eqt'd/(2) add. plumbed. Located in a beautifully built out condo located in a landmark prof. bldg. on a main thoroughfare. Turnkey Office w included charts. Charts included but not guaranteed. Newer Sirona eqt, Midmark cabinets, Dentrax s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving. **[NEW]**

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Wanted Dr. looking to rent space to see patients/build a practice. GP office in Hayward available immediately. Contact heritagedentalx2@gmail.com.

Dental Equipment for sale Used dental equipment for sale in California. Email makennabarnes@hotmail.com for available equipment and price sheet.

Wooden shelf unit Perfect for charts. Great condition. 67"x51"x12". Photos on request. Make reasonable offer. Paul. paulkratzer@yahoo.com. 323-528-1442.

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CALAVERAS COUNTY General Dentistry – 4 Ops, 1,752 sq. ft. w/Dexis Digital X-ray, Eaglesoft, Cerec, Pano. HSPPT-Dennis Hoover 209-605-9039-#CA294.

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BAKERSFIELD #31 (4) op comput. G.P. & free stand. Duplex Bldg. for sale. Excellent signage & visibility. (3) ops eq't'd / (4th) plumbed. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. (46) years of Goodwill. Annual Gross Collections approx \$350K. Office does no advertising. Refers out all Ortho, Perio Surgery, Implant Placement, complicated Endo & O.S. D&M Practice Sales 818.591.1401.

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dental lab pressure pot \$88 OBO 3109805265.

Attention all Dental offices. Pediatric Dentists, Orthodontists, Perio and Endo specialists are using www.upsurg.com to find work.

PRACTICE FOR SALE RANCHO MIRAGE. Estab GP in Busy, Upscale retail center. 4 Ops in 1500 sq. ft. LOTS referred Out!! SDPS: 769-599-7828.

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VISTA – JUST LISTED!! GENERAL Practice situated in Retail Center along VERY busy thoroughfare. 4 Ops (3 equipped) in approx. 1400 sq. ft. ALL Digital and Paperless! Dentrux Software. Panorex. All Insurance and Cash Patients.

LA MESA – JUST LISTED!! GENERAL Practice and **BUILDING** located on Busy thoroughfare. 5 equipped Ops (plus 1 plumbed) in approx. 2700 sq. ft. Digital X-Rays and 1 year old Digital Pan.

NATIONAL CITY – JUST LISTED!! GENERAL Practice with 3 Ops with 4 year old equipment. Approx 1163 sq. ft. Situated along busy street in business/residential area.

RANCHO MIRAGE – Doctor retiring from estab. **GENERAL** Practice situated in Busy, Upscale retail center. 4 Ops in 1500 sq. ft. Pan-Ceph. Owner refers out LOTS of dental care!

OCEANSIDE – Equipment and Leasehold Improvements. 3 ADEC Ops (1 more plumbed) in 1375 sq. ft. Introral Cameras, Panoramic, Digital X-Ray, Rotary Endo, and more. Owner leaving country. VERY low price for quick sale!!

MIRA MESA – 20+ year **GENERAL** Practice has 4 Ops in approx. 1300 sq.ft. Situated on corner of busy intersection. Primarily PPO.

LEMON GROVE – **GENERAL** Practice in high traffic strip mall. 4 Ops in 1100 sq. ft., has digital. Cash, PPO, Cap. Absentee owner.

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PEDIATRIC DENTIST needed, space for starter practice in East Bay orthodontic office, our community NEEDS good pedo! (510) 384-5553.

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LIVERMORE General Practice & Building. Approx 1,100 sq. ft., 4 ops, digital X-ray & Pan, Laser. 2014 GR \$740K. HSPPT-Jim Engel 925-330-2207-#CA300.

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Dental Practice for Sale Los Angeles County, CA

Gardena - Busy Intersections

- Strip mall nearby anchor stores.
- High Traffic. Great Visibility.
- 4 Operatories, ~2,100 sq.ft.

Long Beach - Busy retail center

- Perfect location for a Starter Practice. Major anchored stores.
- Affordable Rent. ~1,000 sq.ft.
- 3 Eq. Ops + 1 add't plumbed

Long Beach - 20 Yrs of Goodwill

- 5 Operatories, ~1,300 sq.ft.
- Mixed Income & Stable Pt Base

Los Angeles - Gross ~\$400K

- Highly Visible from busy streets.
- Affordable Rent! Cash/PPO
- 3 Eq. Ops plus 2 add't chairs.

Los Angeles - Gross ~\$356K

- Well Known Medical Building Close to Retail/Shopping Center
- 4 Operatories, ~ 1,397 sq.ft.

Santa Monica - Gross ~\$300K

- Seller Retiring. Highly Visible
- 4 Equipped Ops, ~ 1,397 sq.ft.

South Gate - Gross ~\$150K

- Seller Retiring. Shopping Ctr.
- Excellent Visibility & Signage
- 4 Equipped Ops, ~1,200 sq.ft.

Valencia - Gorgeously Design

- Real Estate & Practice for Sale
- Projected Gross 2015 ~\$870K
- State of the Art Practice
- Increasing Revenue, Cash/PPO
- 6 Operatories, ~2,200 sq.ft.

Dental Practice for Sale Fresno County, California

Coalinga - Freestanding Building
Gross ~\$589K on 3-4 days/wk.

- Located on busy main street
- Excellent Visibility.
- Paperless Office.
- 3 Fully Equipped Operatories
- Approx. 1,200 sq.ft.

Dental Practice for Sale San Diego County, CA

La Jolla - Gross ~\$350K

- Retail Center, digital office.
- Mostly PPO, 2 Equipped Ops.

Dental Practice for Sale Orange County, California

Laguna Hills - Beautiful Office

- Projected Gross 2015 ~\$400K.
- Increasing Revenue. Cash/PPO.
- Busy Retail Shopping Center.
- 4 Eq. Ops, Approx. 1,750 sq.ft.

Mission Viejo - Gross ~\$1.2 Mill

- Large Shopping Center
- Mostly PPO/Stable Pt Base
- 7 Operatories, ~2,700 sq.ft.

Santa Ana - LOW RENT!

- Highly Visible Corner Office.
- Busy Street. High traffic
- 3 Eq. Ops, Approx. 1,100 sq.ft.

Santa Ana - Gross ~\$345K

- Main Street, Downtown
- Mostly Dential, ~2,392 sq.ft.
- 5 Eq Ops + 2 Add't Plumbed

Dental Practice for Sale Riverside County, CA

Moreno Valley - Gross ~\$235K

- Stand Alone Building & Dental Practice for Sale
- High Visibility on Busy Street
- 4 Eq. Ops + 5 Add't Plumbed
- 2,500 sq.ft., 9-10 Parking Space

Dental Practice for Sale San Bernardino County, CA

Ontario - New Listing!

- Starter Practice on busy main street. Excellent visibility.
- Seller retiring. Low Rent!
- 3 Equipped Ops, ~1,100 sq. ft.

San Bernardino - Starter Practice

- Asking \$25K or Best Offer!
- 1063 North D Street
San Bernardino, CA 92410
- Private parking in the back.
- 2-3 Equipped Ops / 4 Plumbed
- Low Rent! ~1,163 sq.ft.
- No Patient Base.

Buy Two Practices Together

Dental Practices for Sale in Rialto & Rancho Cucamonga

- Practices Gross ~\$906K
- Both Dental Practices are in Large Retail Centers.
- Rialto: ~3,500 sq.ft. 8 Ops
- Rancho: ~2,100 sq.ft., 5 Ops.
- Don't Miss This Opportunity!

Dental Practice for Sale Northern California

**Concord - Gross ~\$125K
 Practice & Real Estate Available**

- Freestanding building
- Mostly Cash/PPO. Good visibility.
- 2 Eq Ops + 2 Plumbed, 1,500 sf

Dublin - Gross ~\$785K

- Prime location. Shopping Center
- Mostly PPO/Cash Patients
- 5 Operatories, ~1,800 sq.ft.

Fremont - Gross ~\$485K

- Busy main streets, ~2,000 sf.
- 4 Eq. Ops + 3 Add't plumbed.

Gilroy - Gross ~\$243K

- Large shopping center.
- 3 Eq. Ops + 2 add't plumbed.

Hayward - Gross ~\$438K

- Located in shopping center.
- Mostly Cash/PPO, ~1,800 sf
- 4 Eq Ops + 1 Add't Plumbed

King City - Gross ~\$650K.

- Large retail shopping center.
- Over 10 Years of Goodwill
- 5 Eq Ops, ~ 1,375 sq.ft.

Modesto - Gross ~\$300K

- 3 days a week for past 3 years.
- Long established patients
- 4 Eq Ops + 1 Add'l plumbed

Modesto - Gross ~\$830K

- GP located in strip mall.
- Cash/PPO, ~ 3,200 sq. ft.
- 7 Eq Ops + 1 Add'l plumbed

Salinas - Gross ~\$243K

- Shopping center. Cash/PPO.
- 3 Eq. Ops + 2 add't plumbed.
- Very little competition around.

San Jose - Great Location

- Strip Mall. Busy Street.
- 3 Eq. Ops, Approx. 1,040 sq.ft.

**San Jose - Stand Alone Bldg.
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- 5 Eq. Ops, Approx. 2,000 sq.ft

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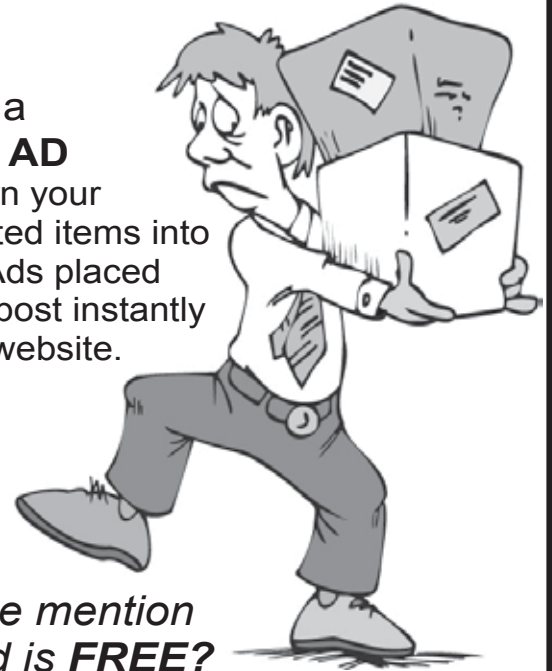
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\$1696 / \$1295

3 Available

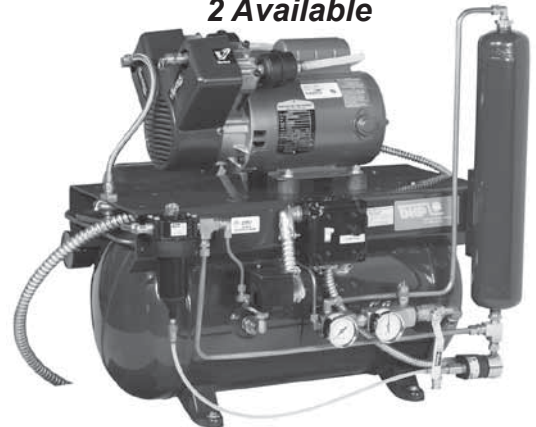


The Precision 1 Horsepower Vacuum System is engineered with Naval Brass and Warranted for 5 Years. It is available in 120v or 240v and easily installs in Any Dental Office. A cost effective solution for a "Back Up" system.

Oil Less Air Compressor - 1 HP

\$3295 / \$2795

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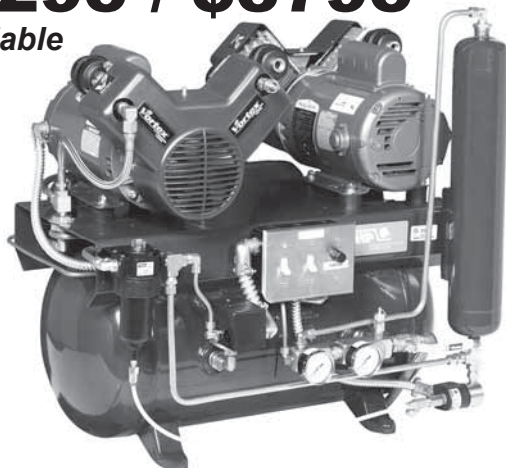


The Clean Flow 1 Horsepower Oil Less Air Compressor is outfitted with a Complete Air Drying System and Air Intake System. It will easily deliver clean dry air to 4 - 5 operatories and it manufactured in the USA. It comes with a 5 year warranty.

Oil Less Air Compressor - 2 HP Dual

\$4295 / \$3795

2 Available

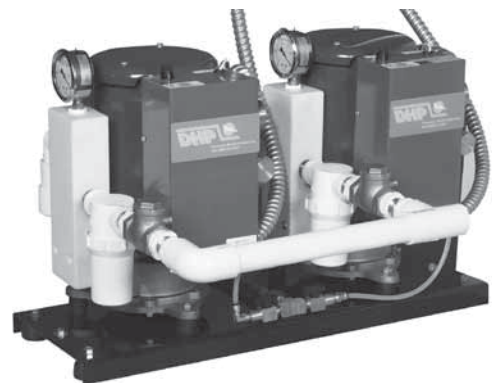


The Clean Flow 2 Horsepower Dual Motor Oil Less Air Compressor is outfitted with a Complete Air Drying System and Air Intake System. The dentist can choose to operate either Oil Less Motor or can use both to supply clean dry air to as many as 10 operatories it manufactured in the USA. It comes with a 5 year warranty.

Vacuum Pump - 2 HP Dual Motors

\$3495 / \$2895

3 Available



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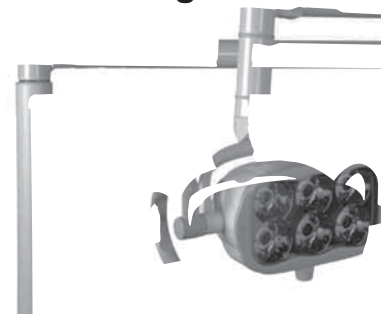
3 available



Infinity LED Dental Light

\$1595 / \$795

7 Available

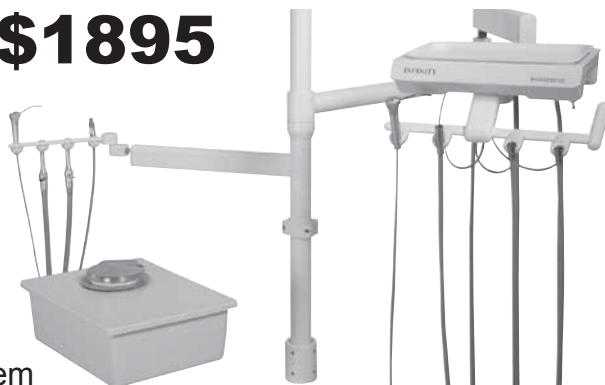


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Infinity Delivery System with Asst Package

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4 Available



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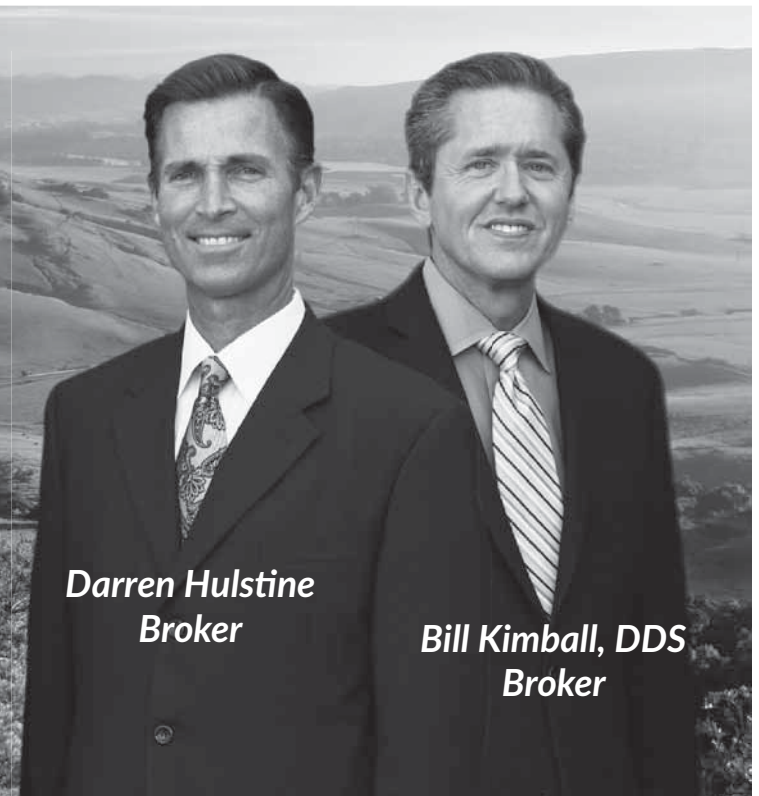
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NORTHERN CALIFORNIA

BENICIA - General Dentistry - Practice and Building for sale of this well-established office in the beautiful waterside community of Benicia, our first State Capitol. 2014 GR of \$555,000 on 4 1/2 day week with 4 equipped treatment rooms in approx. 1545 sq. ft. Practice utilizes Open Dental software, Digital X-Ray, Digital Pan and Laser. Approx. 1300 active patients with 7-8 new patients per month. Owners are retiring from private practice and will help buyer with a smooth transition. #CA298 Jim Engel - 925-330-2207.

CALAVERAS COUNTY - General Dentistry - After 40 years practicing in this historic gold mining town and 26 years in its present location, the doctor is retiring. There are four operatories in 1,752 sq. ft. Practice features Dexis Digital X-Rays, Eaglesoft, Cerec unit and Pano. Average collections for the last 3 years has been \$450,000 / yr. #CA294-Dennis Hoover - 209-605-9039.

CASTRO VALLEY - General Dentistry - Practice & Building for sale. Approx. 1,800 sq. ft. with 3 fully equipped operatories, one additional plumbed but not equipped. 2014 Gross Receipts of \$373,000 on four day work week, three days of Hygiene. Stand-alone building on major freeway exit near shopping, restaurants, and other businesses. Owner is retiring after 38 years of practicing in this great community. #CA251 Jim Engel - 925-330-2207.

FOLSOM - General Dentistry - Located in well-designed, 2,420 sq. ft. office with 5 Ops, Shick Digital X-rays, Pano (Digital), 8 days hygiene/wk, and Carestream/Sofdent software. #CA235-Thomas Wagner - 916-812-3255.

FOLSOM - FACILITY ONLY - Well-designed, modern, fully equipped, 1,200 sq. ft. dental office with 3 Ops, digital x-rays, digital pan, computers & monitors in all ops, high & low speed handpieces, cavitrons, and Statim 5000. Nobel Vision TV, Danserau vacuum, and a new 2.5 hp compressor. Owner is willing to include about 400 HMO patients with the facility sale, if buyer is interested. #CA209-Thomas Wagner - 916-812-3255.

GREATER PITTSBURG AREA - PRICE REDUCED by \$122,000 - General Dentistry. Est. for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2014 Gross Receipts of \$848K with overhead under 70%. Building to be sold with Practice. #CA108 Thomas Wagner - 916-812-3255.

GREATER ROSEVILLE/ROCKLIN/LOOMIS - General Dentistry- Beautiful, vaulted ceiling 1,500 sq. ft. facility with 5 Ops (4 equipped). Fully digital, Dentrix G5, radiography with Dexis sensors and Optime plates systems. Well-equipped and highly-maintained. Greatly organized business. Have it all, live and work in a phenomenal family-oriented community. Seller refers out molar endo, ortho, O.S., and perio. Gross Receipts in 2014 was \$469K. Seller is retiring. #CA239 Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Well-designed 3,079 sq. ft. office (shared w/2nd dentist - separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2014 Gross Receipts of \$930K w/low overhead. Owner retiring after 35+ years in same location. #CA140- Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Northern Sacramento Area practice, located in same location for 15 years. 6 Ops in approx. 2,100 sq. ft. with Dentrix software, fiber-optics, and X-rays in every op. 2014 combined Gross Receipts of \$1.1M. #CA237- Thomas Wagner - 916-812-3255.

GREATER SAN JOSE AREA - Periodontal Practice - Receipts for fiscal year ending in Sept. 2014 were \$1.3M. Practice has been the same location for 28 years in a medical-dental complex on a busy thoroughfare. 5 Ops with the potential for 2 more. Equipped with Digital X-rays, Pano, Cone Beam, Laser, and Intra-Oral. Practice averages 35 new patients per month. Owner would like to work back 1-2 days per week. #CA219-Dennis Hoover - 209-605-9039.

LIVERMORE - General Dentistry - Practice & Building sold together: Beautiful. Professionally designed office in the center of this Wine Country community. 4 completely equipped treatment rooms in approx. 1100 sq. ft. Digital Pan, Digital X-Ray and Laser. Office utilizes Dentrix software and digital sensors with 6 computer workstations. 2014 GR of \$740,000 with adjusted net over 46% and growing in 2015. Owner is retiring from private practice and will help buyer through a smooth transition. #CA300 Jim Engel - 925-330-2207.

MARIN COUNTY - General Dentistry- This rare Mill Valley charmer boasts 2013 Gross Receipts of \$502K on 3 doctor days per week. Established for over 10 years utilizing Dentrix software, Digital X-ray, and Intra-Oral Camera. 3 equipped Ops and 1 additional plumbed in 1,260 sq. ft. Great location on a busy thoroughfare near shopping, schools, and senior retirement center. Owner has another practice outside the area so this is priced to sell in this idyllic family setting. #CA224-Jim Engel - 925-330-2207.

MARIN COUNTY - General Dentistry- This great location in Central Marin boasts great views of Corte Madera Creek from each of its three treatment rooms. 2014 Gross Revenues of \$315,000 are down for its historical past, but priced right for an energetic buyer ready to follow this well-known esthetic master. Eaglesoft Software, Schick Digital Sensors and Paperless Charts. Average age of Equipment is 10 years. Owner is retiring after 36 years of private practice and will help buyer with the transition. #CA286-Jim Engel - 925-330-2207.

MARIN COUNTY - NEW LISTING - This Central Marin Village office offers approx. 1250 sq. ft. with 3 fully equipped treatment rooms. This downtown shopping area location has housed a dental practice for over 70 years, 38 with the present owner. Fee for service 2014 GR of \$370,000 and on pace for same in 2015. Seller owns the building and will offer buyer a favorable lease and help with a smooth transition. Owner is retiring from private practice. #CA302 Jim Engel - 925-330-2207.

MILLBRAE - General Dentistry- Beautiful, professionally designed office boasting 5 fully equipped treatment rooms in approx. 1500 sq. ft. 2014 Gross Revenue of \$670,000 with Eaglesoft PMS, Digital Pan, Digital X-Ray and state of the art equipment. Office fronts busiest street on the Peninsula and offers great exposure for continued growth. Near BART, Cal Train and 10 minutes to SFO. Owner retiring to pursue other interests. #CA262-Jim Engel - 925-330-2207.

NORTH COAST - Endodontic Practice - Humboldt County: Well-established, high performing practice boasts 6 Ops (5 equipped) in 3,300 sq. ft. with Digital X-ray, Microscopes, and EndoVision software. Average age of equipment is 10 years. Very low overhead with excellent referral base. Owner will help buyer with transition period as needed. Owner retiring after 38 years in the community. #CA214-Jim Engel - 925-330-2207.

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NORTH EAST OF SACRAMENTO – General Practice: 2,500 sq. ft. office with 7 Ops in seller-owned professional condo. Equipped with intra-oral, digital x-ray, and Eaglesoft software. Practice has been in this location for almost 40 years, 2014 GR of \$1.5M. Seller retiring. #CA268-Thomas Wagner - 916-812-3255.

NORTH OF SACRAMENTO – General Practice: 1,750 sq. ft. leased office in a larger professional office complex with 4 operatories. Intra-oral Camera, Digital X-ray, Imaging System, Pano, Laser, CAD-CAM, and Dentrrix software. 2014 GR of \$1M on 4 day week. Practice has been established at current location for over 20 years. #CA260-Thomas Wagner - 916-812-3255.

NORTH OF SACRAMENTO – General Practice: Practice located in highly-desirable location, office has 1,324 sq. ft. with 4 Ops. Owner worked 39 weeks in 2014. Dentrrix software, pano, 5 days of hygiene per week. Owner retiring #CA267-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA – Periodontal Partnership Opportunity: One of two partners is retiring from a long-est., very successful Perio Practice. 1,500 sq. ft., 6 Ops, and Dentrrix software. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. #CA168-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA – Endodontic Practice: Well-est. satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft. Two microscopes, Digital. 2014 Gross Receipts \$280K+. #CA158-Thomas Wagner - 916-812-3255.

NORTH SACRAMENTO – General Practice: This PPO practice is in a leased space with less than 1,000 sq. ft. and three operatories. Practice features 2 days of hygiene, digital x-rays, & Easy Dental software. Owner is relocating. #CA266-Thomas Wagner - 916-812-3255.

OAKLAND – General Dentistry- Downtown Oakland Historic Building boasts partial views of Lake Merit. Approx. 1500 sq. ft. with 4 completely furnished treatment rooms, Dentrrix Software, Dexis Digital X-Ray and nearly 80 new patients per month. 2014 GR of \$869,000 with adjusted net over \$370,000 on 5 day week. PPO/HMO/FFS patients with continued growth over 20% in 2015. Owner is downsizing. #CA293-Jim Engel - 925-330-2207.

OROVILLE – General Practice. This 1000 sq. ft office was completely remodeled in 2010. It features Dentrrix and Dexis software with 9 computer stations, Digital Pan and X-rays, Laser, and Intraoral Camera. 2014 gross was \$512K with 3 days of hygiene. Owner is retiring after 36 years in Oroville. #CA287-Dennis Hoover - 209-605-9039.

OROVILLE – General Practice. This 3 op office is ideal for a satellite or startup practice. Most of the equipment is less than 5 years old and the office is looks new having been recently remodeled. Owner is retiring after 30 years in Oroville and 16 years in this location. #CA288-Dennis Hoover - 209-605-9039.

OAKLAND - General Dentistry: Piedmont District – Well-established downtown charmer w/ Gross Receipts of \$453K. 3 treatment rooms in shared office totaling 1,000 sq. ft.. Off-street parking w/5 days of hygiene, 8 new patients per month. Owner retiring after 27 years at this location. #CA217 Jim Engel - 925-330-2207.

PITTSBURG – General Dentistry- Well-est. practice on city's busiest thoroughfare. 3 year avg. Gross Receipts of \$236K. 60% overhead. 5 ops in 1,400 sq. ft. with Pano, Fiber Optics. 12 NP/ mo. and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. #CA133- Jim Engel - 925-330-2207.

PINOLE – Endodontic Practice - This professionally designed Endo office has served the community for over 36 years. Gross Revenue of \$672K, with adjusted net over \$300K on 4 days per week. 4 completely furnished treatment rooms with PBS Endo Software, Digital X-Ray and Microscopes and packaged tastefully in approx. 1200 sq. ft. Average age of the equipment is 10 years with other new items. Owner is retiring but will help buyer with introductions to all key referrals. Office space ownership is also available. #CA284-Jim Engel - 925-330-2207.

PLEASANTON – Facility Only Sale: Former Endo office but also perfect for a GP startup in this high-demand neighborhood. 2 fully equipped Ops, Computers Microscope, 3rd Op plumbed and partially equipped. 975 sq. ft. in a Professional Complex with Perio, Ortho, and GPs. Below market rent and ready to move in. Call for photos and more details on this great location with almost new equipment! #CA195-Jim Engel - 925-330-2207.

SACRAMENTO – General Practice: 3 equipped ops (1 additional plumbed) in 1,320 office equipped with Carestream software, Dexis Digital X-ray, Intraoral, Imaging System. Practice established 15+ years, 4 days hygiene per week, 2014 GR \$434K. #CA296-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: 2,400 sq. ft. practice in stand-alone professional building with 7 equipped Ops, 1 additional plumbed. Equipped with Digital-Doc Intra-Oral, Schick Digital X-ray, Imaging system, patient education software, Pano, Softdent software with equipment updated within the last 2 years and new flooring installed throughout. 2014 Gross Receipts were \$626K+. Owner retiring. #CA250-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Dentistry Practice and Condominium. 1,300 sq. ft. office in professional building with 4 Ops. Eaglesoft software and fiber optics. 2014 GR of \$650K. Owner retiring. #CA261-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: Leased 1,684 sq. ft. open concept pediatric office in a professional building with 6 equipped stations and 2 additional plumbed. Averaging 16 new patients per month, \$590K GR in 2014. Seller retiring. #CA269-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: Russian-speaking general dentistry practice. Leased 1,500 sq. ft. office with 4 Operatories, equipped with Intra Oral camera, Digital X-ray, Imaging System, Pano, Biolase, 3D CBCT, and CAD-CAM. All equipment is less than 2 years old, practice was started 1.5 years ago with \$1M Gross Receipts over the first 12 months. 2015 YTD Gross Receipts as of October is \$1.1M. #CA290-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: 2,500 sq. ft. office w/6 equipped ops, 1 additional plumbed. Dentrrix software, Digital X-ray, Intra-oral, Pano. 2014 GR \$788K. Practice established for over 30 years. Lease ends 2/2016 and will not be renewed. Seller would like to move this practice into another practice and work-back 3 days/week. #CA297-Thomas Wagner - 916-812-3255.

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SAN FRANCISCO: FINANCIAL DISTRICT- Periodontal Practice and Condo Unit. This four op office in downtown San Francisco has gross receipts of \$714,000 and a net income of \$363,000 in 2014. The seller is also selling his condo unit occupied by his practice. The condo unit has 1,160 sq. feet with a northwest exposure and beautiful view. Excellent opportunity to work and own your own office space in the downtown area of one of the world's most vibrant cities. #CA274 - Dennis Hoover - 209-605-9039.

SANTA MARIA – This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 Ops in 1,500 sq. ft. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 Gross Receipts of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. #CA166- Jim Engel - 925-330-2207.

SANTA ROSA – This 3 Op office is part of a larger complex, owner selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 2013 Gross Receipts were \$542K with \$182K Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200-Dennis Hoover - 209-605-9039.

SOLANO COUNTY – General Practice: Leased 1,350 sq. ft. office in office complex with 4 ops, Intra-Oral, Gendex Digital X-ray, Imaging System, Pano, and Dentrax software. 2014 Gross Receipts of \$869K on 30 hour/week. Practice established for 18 years, owner retiring. #CA246-Thomas Wagner - 916-812-3255.

SONOMA – General Practice: Wine County Beauty boasts a professionally designed, stand-alone 2000 sq. ft. building with 4 fully equipped treatment rooms, plenty of light and nearly every dental technology available including Digital X-Rays, Lasers, CAD/CAM & more. 2014 Gross revenue of \$675,000 on a 3 day work week. Practice started over 50 years ago, present owner has practiced for 26 years, 12 years at this location. Owner is relocating out of state and owns the building. #CA270 - Jim Engel - 925-330-2207.

SOUTHERN SACRAMENTO COUNTY – General Practice: Condo office with 1,380 sq. ft. and 4 Ops, equipped with Intra-Oral, Dexis Digital X-ray, Pano, Laser, and Easy Dental software. 2014 Gross Receipts were \$581K, practice established for 18 years, owner retiring. #CA249 -Thomas Wagner - 916-812-3255.

WALNUT CREEK – Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in Gross Receipts in 2012. #CAM540 - Jim Engel - 925-330-2207.

YOLO COUNTY – NEW LISTING - Yolo County: Opportunity for energetic Pediatric Dentist to become established in quickly growing community northwest of Sacramento. Good opportunity to expand current practice and/or use as a satellite practice. Two equipped operatories in approximately 1,000 sq. ft. office with Intra-oral camera and Open Dental software. 2014 GR of \$245K. #CA301-Thomas Wagner - 916-812-3255.

CENTRAL CALIFORNIA

CENTRAL COAST – General Practice in the Central Coast area. 31 years of goodwill. 6 Ops, 8 days of hyg/week. 2013 Gross Receipts of \$2.3M and Adj. Net of \$840K. Dentrax, Digital, Paperless, Intra-Oral Camera, Laser. #CA208-Kerri McCullough - 949-300-0312.

FRESNO – General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg. Gross Receipts have averaged \$760K per year with low 61% overhead. General X-rays & Scanner, Soft Tissue Laser, Intra-Oral, Digital Pan, and Cerec CAD/CAM. Owner is retiring after 31 years in the same location. #CA202-Dennis Hoover - 209-605-9039.

KINGS COUNTY – This retiring dentist is in the rural community of Kings County, CA. Practice has been established for 50 years in the area with 4 Operatories, intra-oral camera, Panographic x-ray unit and completely furnished. Gross Receipts for 2014 were \$246K. This would be a great location to relocate or open a second office. #CA265 - Steve Caudill - 951-314-5542.

MADERA- General Dentistry – Building and Dental Practice. This beautiful 6 operator, 3000 sq. ft. office is located in a stand-alone building. 2014 receipts were \$850,000. Dentrax and Dexis software, Panographic X-ray. 1,400 active patients with 8 days of hygiene/week. Practice started by owner in 1971. #CA289-Dennis Hoover - 209-605-9039.

PASO ROBLES – General Dentistry. Central Coast Wine Country beauty features a modern, professionally designed GP practice on one of the busiest thoroughfares. Digital X-Ray, Softdent Practice Management and 8 computer workstations. 4 fully equipped treatment rooms with 2014 GR of \$573,000 on 192 days per year. 4 days of hygiene per week & 6-7 new patients per month. Owner retiring after 38 years and will assist with transition. This rapidly growing community offers a great opportunity for a new buyer! #CA275 - Jim Engel - 925-330-2207.

PORTERVILLE – General Dentistry with 6 Ops in a 2,600 sq. ft. suite located in a retail center. 2014 Gross Receipts of \$555K. 7 year new equipment, intra-oral camera, Pano, PracticeWeb. #CA223-Steve Caudill - 951-314-5542.

TULARE – General Dentistry. This beautiful 5 operator office is located in a 2,300 sq.ft., highly-visible, free-standing building. In 2014 the practice grossed \$1,746,000 in collections. The doctor offers treatment for sleep apnea, cosmetic dentistry, including full mouth reconstructions, and Invisalign as part of his general dentistry services. There are 10 days of hygiene. Owner moving out of state. Call for information. #CA273-Dennis Hoover - 209-605-9039.

TUOLUMNE COUNTY - General Dentistry Practice & Building. Gross Receipts averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, and 8 days of hygiene. There are 6 Ops in approx. 2,000 sq. ft. Patient average age is 3-4 years. The building is well-maintained with storage and upscale interior décor. 45 minutes from population centers with 200K+ people. #CA199-Dennis Hoover - 209-605-9039.

SOUTHERN CALIFORNIA

ANAHEIM HILLS – General Dentistry, 4 Ops, Established 34 years. Dentrax. 6 days of hygiene per week, long-term staff. #CA279 - In Escrow. Kerri McCullough - 949-300-0312.

BAKERSFIELD – General Dentistry practice with 4 operatories features Dentrax, Dexis digital x-rays, and a Pano. This is a PPO/FFS practice. #CA299- In Escrow. Thinkh Tran – 949-533-8308.

BALDWIN PARK – General Dentistry - 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$276K GR in 2014. Seller is relocating out of state. #CA176-Kerri McCullough - 949-300-0312.

BANNING – General Dentistry - 6 Ops in 1,873 sq. ft. Digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2014 GR of over \$1.4MM. #CA183- In Escrow. Steve Caudill - 951-314-5542.

BEVERLY HILLS – General Dentist est. for 20 years, moved 2 years ago to a boutique ofc. 2 Ops. 1 equipped. OpenDental, Digital, paperless. 2014 GR \$120K on 3 days/week. FFS & PPO. #CA215-Mario Molina - 323-974-4592.

BEVERLY HILLS – General Dentistry Practice. 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, ~7 yr. new equipment. 4 days hyg/week. 2014 GR \$1.09M #CA210- In Escrow. Kerri McCullough - 949-300-0312.

CARSON – General Dentistry practice. 3 Ops, EagleSoft, paperless, digital, Pano. All equipment is <3 years old. 2014 GR \$143K, room to grow. #CA280 - Kerri McCullough - 949-300-0312.

CYPRESS – General Dentistry. 5 Ops, Est. for 35 years. 7 days of Hyg/week, most specialty work referred. 2014 GR \$948K with \$426K Ad. Net. #CA257 - In Escrow. Kerri McCullough - 949-300-0312.

GREATER LOS ANGELES AREA - Periodontal Practice-5 Ops, Dentrax, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. #CA173-Kerri McCullough - 949-300-0312.

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HACIENDA HEIGHTS – NEW LISTING – General Dentistry. 5 Ops, 3 Equipped, retail center, Intra-oral camera, Digital Pano, and <10 year old equip. Long-term staff, 20 NP/mo. Practice accepts some PPO plans, no HMO. #CA295 - Steve Caudill - 951-314-5542.

HUNTINGTON BEACH – General Dentistry. 5 Ops, Est. for 28 years. Digital x-rays, Pano, Laser, Intra-Oral Camera, 12 days of hyg./wk. 2014 GR of \$1.1M+. #CA263-Kerri McCullough - 949-300-0312.

HUNTINGTON BEACH – General Dentistry Practice. 3 Ops, 2 Equipped. Established 18 years near residential, shopping, and freeway. 2014 GR \$396K on 4 days/week. PPO/FFS. #CA277 - Kerri McCullough - 949-300-0312.

INLAND EMPIRE – Endodontic Practice – This 4 Op practice features 8 year new equipment, digital x-rays, and Cone Beam CT. 60+ years of goodwill and is near freeway. 2014 GR of \$739K on 4 days/week with low overhead. #CA281-Steve Caudill - 951-314-5542.

INLAND EMPIRE – General Dentistry Practice with 7 Ops, Dentrrix, digital, Pano. 30 years of goodwill. 4½ days of hygiene per week. PPO and 2 HMO plans accepted. #CA283 – In Escrow. Kerri McCullough - 949-300-0312.

INLAND EMPIRE – General Dentistry Practice with 4 Ops, Intra-Oral Camera, Digital X-rays, and Pano. 2014 Gross Receipts of \$534K and Adjusted Net Income of \$196K. Seller is retiring. #CA285 – Thinh Tran – 949-533-8308.

LAGUNA BEACH – NEW LISTING – General Dentistry. 5 Ops, 3 Equipped, great location! \$503K GR in 2014. For more information, call Thinh Tran – #CA304 - 949-533-8308.

LOS ANGELES – General Dentistry. 6 Ops, 5 Equipped, est. 50+ years, in current location for 29. SoftDent, Digital, Intra-Oral Camera. 2014 GR \$591K. #CA255- Kerri McCullough - 949-300-0312.

LOS ANGELES – Endodontic Practice. 4 Ops. Est. over 30 years. Easy Dental and a Cone Beam. 2014 GR \$360K on 21 hours per week. #CA259- Kerri McCullough - 949-300-0312.

PALM DESERT – General Dentistry practice with 5 Ops, est. for 32 years. 18 NP/mo, 6 days of hyg./wk. 2014 GR of \$842K and \$339K Adj. Net. #CA245 – Kerri McCullough - 949-300-0312.

PASADENA AREA – NEW LISTING – General Dentistry practice with 3 Ops, Dentrrix, Dexis, Laser, and CEREC. Established 50+ years. Building also for sale with practice. #CA282-Kerri McCullough – 949-300-0312.

PICO RIVERA – General Dentistry. 6 Ops, est. since 1960. DentiSoft Intra-Oral Camera, Pano. Practice has 4½ days/Hyg. per week. 2014 GR \$690K. #CA258-Thinh Tran - 949-533-8308.

SAN GABRIEL VALLEY – NEW LISTING – General Dentistry. 4 Ops, 50+ years in the community. 2014 GR of \$159K, room to grow. PPO/DentiCal are taken in this practice. Thinh Tran – 949-533-8308.

SANTA BARBARA – NEW LISTING – General Dentistry. 4 Ops, established for 40+ years. Long-term staff and 8 days hyg./wk. FFS/Delta Premier. 2014 GR of \$827K. #CA291-Kerri McCullough – 949-300-0312.

SOUTH ORANGE COUNTY – Pediatric Dentistry. 4 Ops, 1 year new equipment, OpenDental, Digital X-Rays, and Pano. \$236K GR with room to grow. #CA222-Thinh Tran - 949-533-8308.

SOUTH PASADENA – General Dentistry Practice with 4 Ops, 3 equipped, paperless, digital, Dentrrix, Laser. 37+ years of goodwill, 4 days of hyg./week. 2014 GR of \$856K with \$271K Adj. Net. #CA244- In Escrow. Thinh Tran - 949-533-8308.

UPLAND – General Dentistry. 4 Ops, 3 Equipped, est. 25+ years. Open Dental, Digital X-Rays, Intra-Oral Camera. #CA254- Kerri McCullough - 949-300-0312.

VICTORVILLE – General Dentistry - 3 Ops plus 3 plumbed for expansion, 2,150 sq. ft., SoftDent, 2014 GR of \$273K, Est. 34 years. #CA149-Kerri McCullough - 949-300-0312.

WEST HOLLYWOOD – PRICE REDUCED General Dentistry – 4 Ops, Prof. Building, 9 years of goodwill, Intra-Oral Camera, Digital, Laser. Equipment avg. age is 5 years old, 2014 GR of \$571K with 221K Adj. Net. #CA212-Kerri McCullough - 949-300-0312.

WEST LOS ANGELES – General Dentistry. 4 Ops, newly built-out high-rise on LA's west side. 50 years of goodwill. FFS, Easy Dental, digital x-rays. 2014 GR of \$651K. #CA226- Kerri McCullough - 949-300-0312.

WHITTIER – General Dentistry - 4 Ops, 3 equipped, Dentrrix, Dexis, est. for 50+ years on a main street.. Most specialty work is referred out. 2014 GR \$217K. #CA276 - Kerri McCullough - 949-300-0312.

SAN DIEGO

CHULA VISTA – PRICE REDUCED! General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3 1/2 days of hygiene, Dentrrix Software. \$493K 2013 GR, seller is retiring. #CA109-Russ Okihara - 619-694-7077.

CHULA VISTA EAST – NEW LISTING – General Dentistry, 3 Ops with 2 days of hygiene per week. #CA302 - Russell Okihara - 619-694-7077.

DOWNTOWN SAN DIEGO – Leasehold sale: Modern and Chic downtown office in a prime location. 3 Ops, with room for expansion. #CA232-Russell Okihara - 619-694-7077.

ESCONDIDO – NEW LISTING – 4 Ops, 3 Chairs, Central Escondido. Doctor is retiring. Excellent opportunity to merge or grow. Looking for a quick sale. #CA292 Russell Okihara – 619-694-7077.

LA JOLLA – NEW LISTING - Quality driven General Practice, 3 Ops, FFS, Delta Premier, PT Hygienist, 2014 Revenues: \$559K, Dentist Retiring. #CA278 - Russell Okihara - 619-694-7077.

NORTH COUNTY COASTAL – General Dentistry. FFS/PPO. 3 Ops. Dentrrix. Digital X-Rays. 2014 GR of \$350K with \$228K Adj. Net. #CA253-Russell Okihara - 619-694-7077.

NORTH COUNTY INLAND – Highly-regarded General Dental Practice. FFS/PPO. 6 Ops in a beautiful, free-standing building. Opportunity for property ownership. #CA271- In Escrow. Russell Okihara - 619-694-7077.

SAN DIEGO – 3-Ops, with the dentist utilizing 2-ops. Small, quality boutique location. #CA161 - Russell Okihara - 619-694-7077.

SANTEE – General Dentistry. PPO/FFS office, 6 Ops, retail center with great anchors, Dentrrix and Digital. \$855K GR in 2014. 7 days of hyg./week, and long-term staff. #CA228 - Russell Okihara - 619-694-7077.

SOUTH BAY AREA, SAN DIEGO – PRICE REDUCED - General Dentistry, 3 Ops and 4 days of hyg./week. Dentrrix and Digital Pano, PPO and FFS with 2014 Projected Gross Receipts of \$562K. #CA206-Russell Okihara - 619-694-7077.

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MAUI, HAWAII – NEW LISTING – General Dentistry. 7 Ops, 5 equipped. Lots of Goodwill, Computerized, FFS/PPO with a Modern design and CEREC. Excellent Location in Central Maui. 2014 GR over \$1.4MM. #HI101-Russell Okihara – 619-694-7077.

OAHU, HAWAII – NEW LISTING - Modern General Dentistry Practice with 3 Ops. Practice is computerized with Dentrrix, and digital X-rays. FFS/PPO, excellent opportunity. #HI100-Russell Okihara – 619-694-7077.

OAHU, HAWAII – NEW LISTING – General Dentistry practice with 3 Operatories. Practice utilizes Dentrrix, Dexis Digital X-rays, located in a shopping center. Established for 28 years, on most major PPOs. 2014 GR over \$360K. #HI102-Russell Okihara – 619-694-7077.

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As the Year Comes to a Close...

As we approach the end of the year, interestingly enough, it is still a "seller's market" out there. Having said that, practices in the smaller, rural areas still take *more* time to sell and "facility-only opportunities without patients" are not moving as well as they had in the pre-economic shake-up, even in the larger urban markets. At some point in the next few years, hopefully sooner than later, we do expect a large increase of inventory as the baby boomers who graduated in the late 70's and early 80's will finally retire. I believe we are just starting to see a more normalized market and sellers who have been hanging on are finally starting to decide to hang up their drills.

Here is my year end advice for Sellers

If your practice is currently on the market or you are contemplating selling your practice next year, *finish the year strong!!* Lenders and Buyers value your practice almost exclusively on the most current year-end P&L. Try *not* to take too much time away from the office until January. Make all of your December bank deposits on time and try to have them posted *before* January, as opposed to some accountant's advice for you to wait until January so that the tax burden is delayed for a year. If you are currently in contract, most accountants will again advise their sellers to close in January. If you are thinking of selling next year, begin the process to put your practice in tip-top condition with strong financials and "ready to market curb appeal" in mid-to-late January, which is traditionally the busiest time of the year for buyers coming into the market!

Here is my year end advice to Buyers

If you are frustrated searching for the right opportunity, we are expecting a healthy surge in listings and our inventory sometime soon. I expect that this activity will continue to increase. Sellers who have been holding on may decide that it is finally time to retire next year as they probably realize that taxes and expenses will only increase in the future. Their investment portfolios should have rebounded from the 2008 crisis and hopefully they can now consider retirement on their own terms!

Again, I wish you much success and continued prosperity for the years ahead and a safe and happy holiday season with the people you care about.

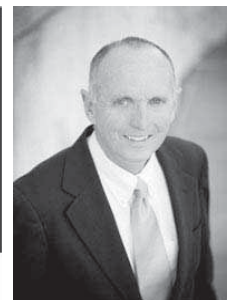
Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions.

Questions?

Contact Dr Giroux at wps@succeed.net or 800.641.4179



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Restorative cash fee-for-service practice, contemporary suite/ all digital, 2015
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Asking \$575,000

Los Angeles Area PERIO #1090

Outstanding periodontal practice in a
 premier location, five (5) treatment
 rooms, 1,500 sq ft, seller retiring,
 projected gross for 2015 over \$1 million.
Asking \$595,000

South Orange County #1099

Restorative fee-for-service practice, five
 (5) equipped treatment rooms,
 contemporary 2,000 sq ft., digital x-ray,
 lasers, intraoral cameras, 37 years of
 goodwill, seller will work-back,
 2014 Gross revenues \$1,426,236
Asking \$1,300,000

Placer County #1073

Fee-for-Service
 Restorative Practice
 Beautiful Contemporary Office in
 Great Location
 All Digital with Cone Beam
 2014 Gross Revenues \$1,629,000

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San Francisco Bay Area, all digital,
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 2014 Gross over \$1,600,000

Asking \$700,000

Sonoma County #1101

General Dental Practice and Building
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 Eight Days/Week Hygiene
 Projected 2015 Gross \$1,603,000
Practice asking Price \$1,150,000

North Los Angeles County #1097

General esthetic and restorative practice,
 turn-key, 10 treatment rooms, all digital,
 seller retiring. 2014 revenues \$1,708,000

Asking \$1,275,000

Fresno County #1091

Outstanding general dental practice and
 dental building for sale, approx. 2,400 sq ft.,
 six (6) treatment rooms, practice fully
 equipped with digital x-ray equipment, seller
 retiring, practice gross in 2014 \$535,000.

**Asking \$347,500 for Practice
 Asking \$695,000 for Building**

San Diego County #1093

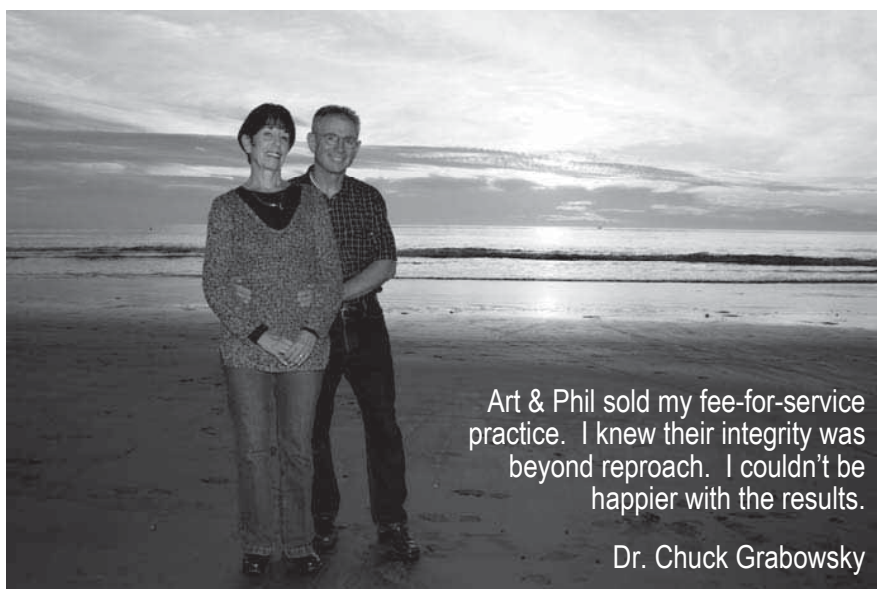
Fee-for-Service restorative practice, shopping
 center location, five (5) treatment rooms,
 seller retiring, digital x-ray, laser, and intraoral
 cameras. 2014 revenues \$531,260

Asking \$385,000

Coastal Orange County #1079

Beach Location, 1,100 sq. ft., over 40 years
 goodwill, seller owned building great lease,
 2014 revenues 524,000

Asking \$385,000



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AG-053 SAN FRANCISCO: 3,000 sf w/ 9 ops + 1 add'l. PRIME LOCATION! **REDUCED \$400k**

AN-490 SAN FRANCISCO: *This is an opportunity of a lifetime!* 1,000 sf w/ 4 ops. **\$795k**

BN-183 HAYWARD: *Kick it up a notch by increasing the current very relaxed work schedule!* 1,300 sf w/ 3 ops **\$150k**

BN-279 CONTRA COSTA COUNTY: Excellent Merger Opportunity! 2-story. 1,350 sf w/ 3 ops + 1 add'l **\$60k**

BC-361 OAKLAND: Established for over 23+ years! 2,200 sf w/ 7 ops. **Now Only: \$385k**

BC-381 PLEASANT HILL Facility: Open Floor Plan! 1,852 sf w/ 6 equipped ops! Move in Ready! **\$80k**

BG-407 SAN LEANDRO: Prof bldg. Great signage! 1200 sf w/ 3 ops **\$125k**

BN-426 BERKELEY: Step into this quality practice and you'll know you belong here! 1,384 sf w/ 3 ops. **\$495k**

BC-432 PITTSBURG: Own this family-oriented Practice! 1,640 sf w/ 6 ops. **\$350k**

BC-487 MARTINEZ Facility: Martinez/Pleasant Hill Border, Great for Specialist, 1750sf. 1op + 5 add'l plumbed **\$60k**

BN-463 FREMONT: Gross Revenues Exceeded \$590k in 2014 on 4 day work week! 1,720sf w/ 3op + 4 add'l. **\$485k**

BN-504 RICHMOND: Established Practice and Real Estate! 1,450 sf w/ 2 ops + 2 add'l **\$100k / RE \$700k**

CC-390 SOLANO COUNTY: Near Travis AFB! Highly visible location! 950 sf w/ 3 ops **Seller Motivated! REDUCED! \$145k**

CC-456 SOLANO COUNTY: Highly visible location! 2,997 sf w/ 6 Dr ops + 2 Hyg ops + 1 add'l **\$850k**

CC-488 SANTA ROSA: State of the art office, wonderful views, great location w/ lots of potential 900sf w/ 3ops **250k**

CN-482 SANTA ROSA: Rare Opportunity in highly desirable area. 1050 sf w 3 ops **ONLY \$150k**

DC-370 SAN JOSE: Facility Only. 1,600 sf w/ 3ops. Real Estate also available for purchase **\$120k (Real Estate \$1.5M)**

DC-476 DUBLIN: Shared Facility. Great for Specialist - Endo, Pedo or Ortho. 1100 sf w/ 2 ops + 1 add'l **\$125k**

DC-419 NEWARK Facility: Location, Location, Location! High Traffic Area, 1,400 sf w/ 4 ops **\$120k**

DC-406 SAN JOSE: Amazing opportunity in Westgate Shopping Center. 6 ops + 80 mall hours per week **\$400k**

BAY AREA CONTINUED

DG-499 SARATOGA Facility: 2 fully equipped ops & room for 1 add'l w 1,178sf. Move-In Ready **\$150k**

DN-467 GILROY Facility: This traditionally styled practice is perfectly situated! 1,325 sf w/ 3 ops + 1 add'l. **\$75k**

DN-497 PLEASANTON Facility: Great Location! 870 sf w/ 3 ops + 1 add'l. **Owner Financing w/10% Down! Reduced! \$95k**

NORTHERN CALIFORNIA

EN-340 SACRAMENTO: Large HMO practice! 3,400 sf w/ 10 ops and Plumbed for 1 add'l **\$950k**

EN-378 LINCOLN: quality practice with a wonderful patient base! 1,369 sf w/ 2 op + 3 add'l. **\$170k**

EN-379 ROSEVILLE: An amazing opportunity in the location of your dreams! 1,040 sf w/ 3ops. **\$295k**

EN-423 FOLSOM Oral Surgery Facility: 3,450 sf w/ 2 Lrg. Treatment Rooms. **Now Only \$1 w/ Lease Assumption!**

EN-464 ROCKLIN Facility: Don't miss out on this remarkable opportunity! 2,150 sf w/ 4 ops. **\$150k**

EN-477 DAVIS: Rare Opportunity! 4 ops each w digital xrays. No corners cut here! **\$320k**

EN-475 ROSEVILLE Facility: Hesitate and you might miss out on this opportunity! 875 sf w/ 2 ops + 2 add'l. **\$49.5k**

EG-479 FOLSOM: History is alive here with tributes to the past! 1,600 sf w/ 3ops. **\$225k**

EG-496 AUBURN: Associate-Driven HMO practice in Downtown. 3 fully equipped ops **\$315k**

EN-484 FOLSOM Facility: Come live, practice and grow here! 1,934 sf w/ 4 Ops. **\$150k**

EN-503 FOLSOM Facility: Take a close look at this opportunity! 2,150 sf w/ 5 ops. **\$225k**

EG-508 FOLSOM Facility: You'll want to spend your days here! 1,500 sf w/ 4 ops + 1 add'l. **\$60k**

FN-299 FERNDALE: Live and practice on the beautiful North Coast! 1,300 sf w/ 3 ops **\$195k (Real Estate: \$309k)**

FC-334 NORTHERN CA: Emphasis on prevention. 1,200 sf w/ 4 ops **\$480k / Real Estate Also Available!**

FC-343 NORTHERN CA: Quality & location are the keys to success! 1,200 sf w/ 3 ops + 1 add'l & 1 hyg. Op. **\$500k (Real Estate \$375k)**

FC-415 FT. BRAGG: Excellent practice in peaceful, family-oriented community! 1,800 sf w/ 5 ops + 1 hyg. Op. **\$425k**



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Jon B. Noble, MBA



Mona Chang, DDS



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NORTHERN CALIFORNIA CONTINUED

GC-472 ORLAND: Live & Practice in charming small town community. 1,000 sf w/ 2ops. Seller Retiring. **\$160k**

GG-386 REDDING: Amazing Practice. Lease or Buy Real Estate! 2,860 sf w/ 4 ops. Plumbed for 2 add'l! **ONLY \$285k**

GG-453 CHICO: 5,000 sf 7 ops Perfect for 1 or more dentists! **\$395k**

GG-454 PARADISE: ~2,550 sf w 9 ops. 40 yrs goodwill! Amazing Opportunity! **\$595k**

GN-201 CHICO: Beautiful practice, major thoroughfare, stellar reputation! 1,400 sf w/ 4 ops & room for another **\$425k**

GN-244 OROVILLE: Must See! Gorgeous, Spacious. 2,500 sf w/5 ops! Collections over \$450k in 2013. **Only \$315k**

GN-258 REDDING: Pristine and attractive! Conveniently located! 2,100 sf w/ 3 ops + 2 add'l. **Now Only \$300k!**

GN-399 REDDING: Loyal patient base and relaxed workweek schedule. 1,440 sf w/3 ops. **\$150k**

GN-418 REDDING: **Goodwill Galore!** Established for ~37 years. Seller is retiring! 3,200 sf w/6 ops +2 add'l. **\$495k**

GN-507 CHICO: It just doesn't get any better than this! 3,000 sf w/ 7ops. **Practice \$535k Real Estate \$750k**

HG-298 REDDING FOOTHILLS: **HEALTH FORCES SALE!** Includes Cerec! 2,000 sf w/ 5 ops. **Practice \$75k & Real Estate Also Available!**

HN-213 ALTURAS: Close to Oregon Border. FFS practice is 2,200 sf w/ 3ops +1 add'l **\$115k**

HN-280 NORTHEASTERN CA: "Only Practice in Town" 900 sf w/ 2 ops **\$110k**

HN-290 PLACERVILLE: **Excellent Merger Op!** FFS. 1,400 sf w/ 4 ops **\$210k**

HG-448 LAKE TAHOE AREA: **Call for Details!** Upscale Family Practice. 3400sf w 6 ops **\$725k**

CENTRAL VALLEY

IG-367 MERCED: Newly Remodeled, Paperless. 1,550 sf w/4 ops **REDUCED! \$305k**

IG-470 TRACY: Amazing opportunity. 1300 sf w/ 4 ops **\$270k**

IN-345 MODESTO: Long-standing tradition of quality care. 3016 sf w/ 5ops + 1 add'l. **\$495k**

IN-358 MODESTO: Practice nets over 50%! 1,200 sf, 3 ops+1 add'l. **REDUCED! \$275k**

CENTRAL VALLEY CONTINUED

IN-397 FRESNO/MADERA: Focused on quality dental care & patient comfort! 2,000 sf w/5ops. **Seller Motivated: \$440k**

IN-429 TRACY Facility: "Move-in ready" Hesitate and you might miss out! 2,488 sf, 5 ops **\$245k/RE: \$650k**

IN-474 STOCKTON: Too good to be true? Absolutely not! 1,600 sf w/ 3 ops. **\$95k**

IC-468 SAN JOAQUIN VALLEY: High-End Restorative Practice! Don't miss out! 2,500 sf w/ 6ops. **\$425k**

IN-506 TURLOCK: Practice in the heart of the Central Valley! 2,000 sf w/ 5ops + 1 add'l. **\$425k**

JC-349 FRESNO Facility: Motivated Seller retiring! Step right in and make yours! **Call for Details!**

JG-491 FRESNO: Well-established. 40-50 new Pt/mo. 1,452 sf w/ 4 fully equipped ops **\$425k**

SPECIALTY PRACTICES

I-9461 CENTRAL VALLEY Ortho: 1,650 sf w/5 chairs/bays & plumbed for 2 add'l **\$180k**

CC-346 SO MARIN CO Perio: 1,142 sf w/ 3 ops. Meticulously maintained! **REDUCED! \$199k**

BN-393 PINOLE Pedo: Popular Pedo Practice w 2,000 sf & 5 ops. **\$1.2m**

CG-424 NAPA Prostho: Ready for Experienced, high-end Prosthodontist! One track to collect just under \$1m **\$725k**

CC-405 SOLANO CO. Endo: Endodontic Practice in a vibrant community! 1,250 sf w/ 4 ops. **\$485k**

IC-267 CENTRAL VALLEY Ortho: beautifully landscaped. 1,728 sf w/ 6 chairs/bays + 1 add'l. **\$225k / Real Estate Also Available!**

DC-459 SF PENINSULA (Perio): 50% Partnership Buy In! Call for Details! **\$580k**

CG-481 S SONOMA CO (Ortho): 2070 sf w 7 chairs + 1 exam in Med/Prof Plaza **\$295k**

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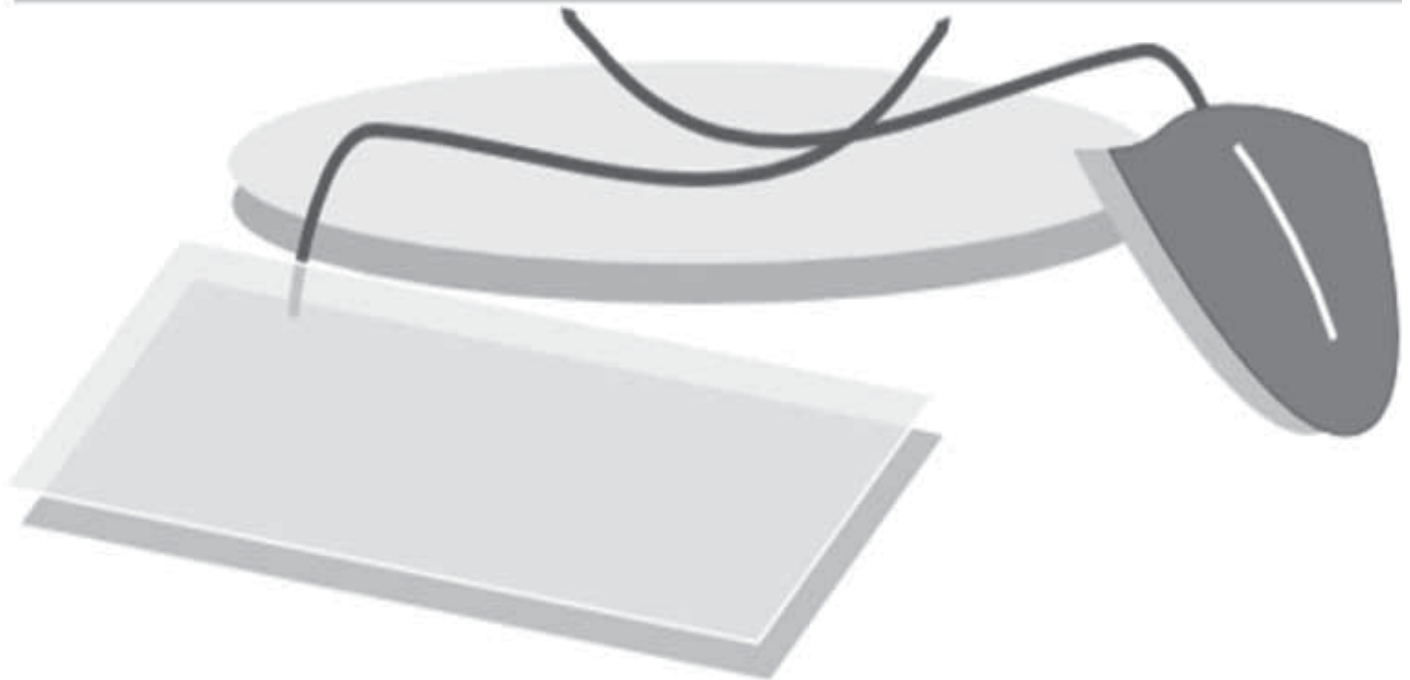
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- 6095 PINOLE'S APPIAN WAY** 2014 and 2015 are mirror images. Production was and shall be \$475,000 and collections were and shall be \$435,000. 3-days of hygiene. Delivery systems were upgraded 8-years ago. Strong foundation here.
- 6094 SAN FRANCISCO BAY AREA – PERIO PRACTICE** Phen-nomenal "business model". 2015 trending \$1.3 Million on part-time schedule by choice. Profits shall top \$700,000. Superlatives too numerous to mention. This is a "once-in-a-career" opportunity.
- 6093 CENTRAL MARIN COUNTY** High quality practice available in "hub" of Marin County. Rock solid foundation. Consistent \$700,000+ per year performer with strong Profits. 3-days of hygiene. Digital office.
- 6092 ROSEVILLE** Great foundation. 2015 trending \$350,000. 3-ops with 4th available. Convenient location on Douglas Boulevard. End cap suite in strip center with fantastic exposure.
- 6091 MODESTO** 3-day per week practice collected \$450,000 in 2014. Collections through July 23rd for 2015 were \$256,000. 3-days of Hygiene. Great rent of \$2,085 for 1,763 sq.ft. 5-op suite. Centrally located off Briggsmore Avenue. Hands-on Successor shall do very well here.
- 6089 MOUNT SHASTA** Small town living renowned for mountain recreation, lakes & streams, fishing, golfing and abundant culture. Perfect escape from the Rat Race and corporate intrusion. On 3-day week revenues topped \$800,000 in 2014. 2015 trending \$850,000 with \$450,000 in Profits.
- 6088 SANTA CRUZ** Well established lots of patients. Strong Hygiene Department with 3.5 days of hygiene per week. Collected \$600,000 in 2014. 2015 trending \$675,000+.
- 6087 LAKE TAHOE - NEVADA'S STATELINE** Located adjacent to California's South Lake Tahoe. Fee- for-Service" as practice is "Out-of-Network" with insurance companies. Collections last year topped \$600,000 with Available Profits of \$220,000. 3.5 days of hygiene per week. Escape California income taxes! Nevada State Board of Dental Examiners accepts the Western Boards.
- 6081 SANTA CLARA** El Camino Real location. 2014 collected \$687,000. 2015 is tracking \$775,000 with Profits of \$325,000. Management is on cruise control. New Doc who is ambitious and extends hours shall push practice over \$1 Million very quickly. 5-ops in 1,700 sq. ft.
- 6080 SAN RAMON** 8+ days of Hygiene per week. \$450,000 invested in 6-Op office. Collects \$900,000+ per year performer. Attractive transition arrangements available.
- 6071 CHICO** Strength is 4-day Hygiene schedule. Retiring DDS focuses on restorative. Endo, OS, Perio & Pedo referred. 2014 collected \$450,000. Beautiful 4-Op office. Full Price \$150,000.
- 6070 VISALIA** Strong foundation and well-positioned for ambitious successor. Strong Hygiene Department, beautiful facility, well equipped. Digital throughout. Not a Delta Premiere practice. Revenues trending \$700,000 for 2015 on part-time schedule. Extend hours and be busier. Best location!

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Thinking on selling your practice? Call "PPS of The Great West" today.
This shall be the best decision you make regarding this important change in your life!

"I listed with a competitor for 12 months. Had two people visit my practice. First weekend PPS had my listing. I had 3 people visit and an offer by the end of the first week. Thank you for allowing me to move on to the next step of my life."

"It was a pleasure to work with PPS. I had to sell because of health complications. Mr. Irving listed my practice on Jan 1st, we closed escrow on Feb 27th. It took him less than 60 days to complete the sale as promised."

"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."

"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"

"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"

"Before I called Ray, I had a listing with another prominent Broker. After eleven months without a sale, I called Ray. He sold it in about a month! Would I recommend Ray? Yes!"

"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his practice. He employed another firm. My practice sold June 22. My friend's practice still hasn't sold and he was putting his dreams on hold."

PPS of The Great West's reputation is built upon grounded ethics and effectiveness. Our trademark "client services" include accurate assessments, impeccable marketing plans, complete transparency, generating quick responses, realizing multiple Offers, securing 100%+ financing in days, expert papering of our transactions and sound counsel. Everything is done to protect our Client and to effect a successful transfer. Our intent is simply to provide the best service imaginable for this very important engagement.

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